

TSE Code : 5938

Financial Results for the Fiscal Year Ended March 31, 2013

(From April 1, 2012 to March 31, 2013)



May 7, 2013

LIXIL Group Corporation

Cautionary Statements with Respect to Forward-Looking Statements
Statements made in these materials with respect to plans, strategies and future performance that are not historical facts are forward-looking statements. LIXIL Group Corporation cautions that a number of factors could cause actual results to differ materially from those discussed in the forward-looking statements.

I. Overview of the Results for the Fiscal Year Ended March 31, 2013



I-1. Business Environment and Highlights

- Total domestic new housing starts from January to December 2012 showed recovery by rising +5.8% Y/Y, and stayed positive for the three month period from January to March 2013 by increasing +5.1% Y/Y.
- There are signs of delay in actual construction starts due to lack of workers.
- New trends of rising labor cost & raw materials.

<Number of New Housing Starts>

	January to December 2012 (12 months)		(For reference)			
			April 2012 to March 2013 (12 months)		January to March 2013 (3 months)	
	Units	Y/Y	Units	Y/Y	Units	Y/Y
Total new housing starts	882,797	+5.8%	893,002	+6.2%	209,714	+5.1%
Owner occupied (a)	311,589	+2.0%	316,532	+3.8%	71,427	+7.4%
Rental homes	318,521	+11.4%	320,891	+10.7%	72,892	+3.4%
Condominiums for sale	123,203	+5.5%	124,027	+3.3%	32,686	+2.6%
Detached houses for sale (b)	122,590	+5.0%	124,536	+5.6%	31,210	+6.6%
Detached houses total (a+b)	434,179	+2.8%	441,068	+4.3%	102,637	+7.2%



3

I-2. Measures Implemented in the FY Ended March 2013

Strengthened Domestic Sales & Brand Power

- LIXIL Declaration: Brand strengthening
- Developed one of the largest flagship showrooms in the Tokyo metropolitan area
- Established a network of franchise chains and voluntary chains for LIXIL Reform Net, a renovation business
- Signed business tie-ups with Secom (Seikatsu Tasuke Service), Sony Bank (loans for new houses and renovation), and JX Nippon Oil & Energy (Dr. Ouchi's Energy)
- Integrated product development offices of the metal business and plumbing business (Changed to LIXIL Products Company in April 2013)
- Launched new products and services (93 products, 2x Y/Y)

Improved Cost Competitiveness

- Drove the cost cutting C-30 project: Y48bn worth of impact
- Closed and consolidated shutter and kitchen factories
- Integrated sales subsidiaries, such as LIXIL Total Service Corporation, LIXIL Total Hanbai Corporation, and G TERIOIR Corporation

Further Developed Global Businesses

- Launched Asian area strategy with integration of American Standard Asia Pacific and LIXIL
- Started kitchen joint venture with Haier, a leading Chinese player
- Strengthened the curtain wall business

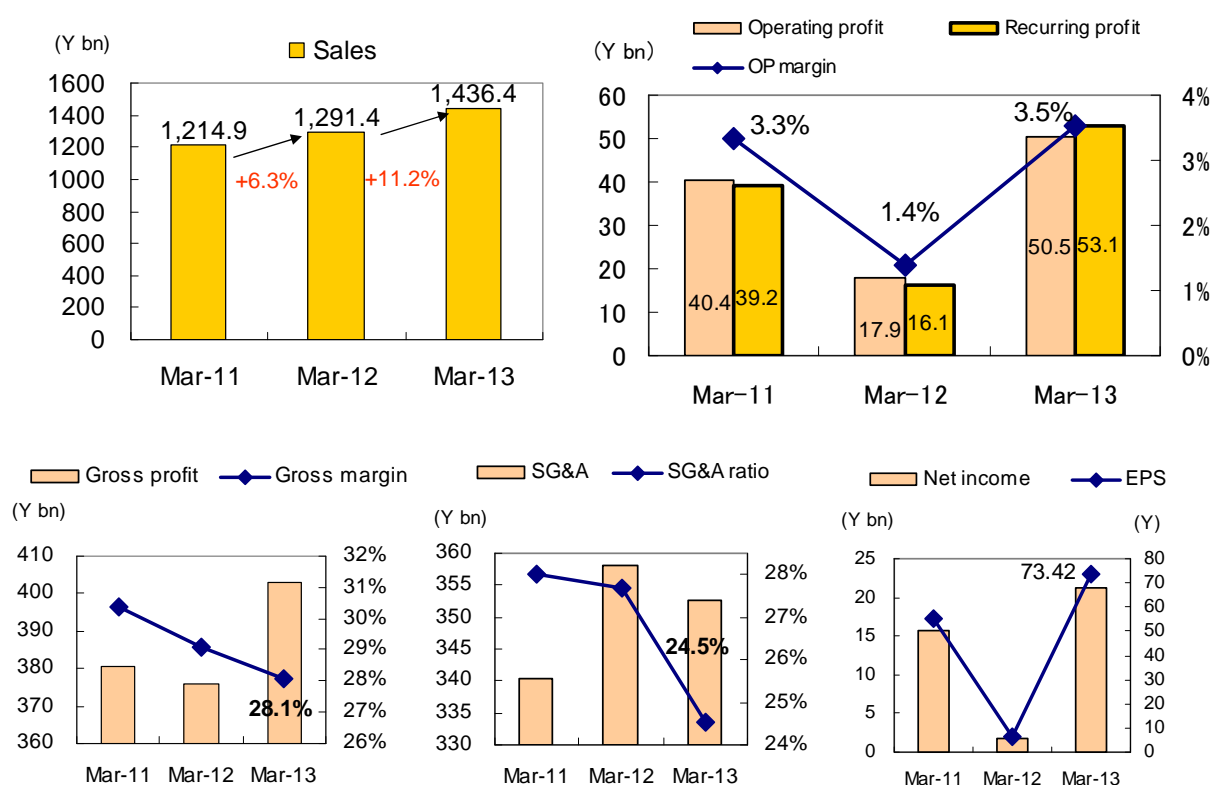


4

I-3. Financial Highlights for the FY Ended March 2013

- Significant increase in sales and profit
- Sales increased by 11%
- Recurring profit 3.3x
- Net profit 11.4x
- Net profit exceeded forecast by approximately 30%

I-4. Financial Results for the FY Ended March 2013 (1)



I-5. Financial Results for the FY Ended March 2013 (2)

Units: Y bn, %

	Mar-12 results	Mar-13 forecasts ^{*1}	Mar-13 results	Forecasts over/ under	%	Y/Y Increase/ decrease	%
Net sales	1,291.4	1,460.0	1,436.4	-23.6	-1.6	145.0	11.2
Gross Profit	376.1	413.5	403.1	-10.4	-2.5	27.0	7.2
GPM (%)	29.1%	28.3%	28.1%	-	-0.2P	-	-1.1P
SG&A	358.1	359.5	352.6	-6.9	-1.9	-5.6	-1.6
SG&A ratio (%)	27.7%	24.6%	24.5%	-	-0.1P	-	-3.2P
Operating profit	17.9	54.0	50.5	-3.5	-6.5	32.6	2.8 x
OPM (%)	1.4%	3.7%	3.5%	-	-0.2P	-	+2.1P
Recurring profit	16.1	53.0	53.1	0.1	0.1	36.9	3.3 x
Income (loss) before income taxes	-26.4	28.0	32.5	4.5	16.2	59.0	Turned profitable
Net income	1.9	16.5	21.3	4.8	29.4	19.5	11.4 x
EBITDA ^{*2}	59.9	-	100.6	-	-	40.7	68.0
EBITDA ratio	4.6%	-	7.0%	-	-	-	+2.4P

■ Significant increase due to newly consolidated subsidiaries such as Permasteelisa and overseas sales growth.

■ +1.1% Y/Y based on actual performance.

■ +0.8P Y/Y Excluding new consolidations.

■ -1.8P Y/Y Excluding new consolidations.

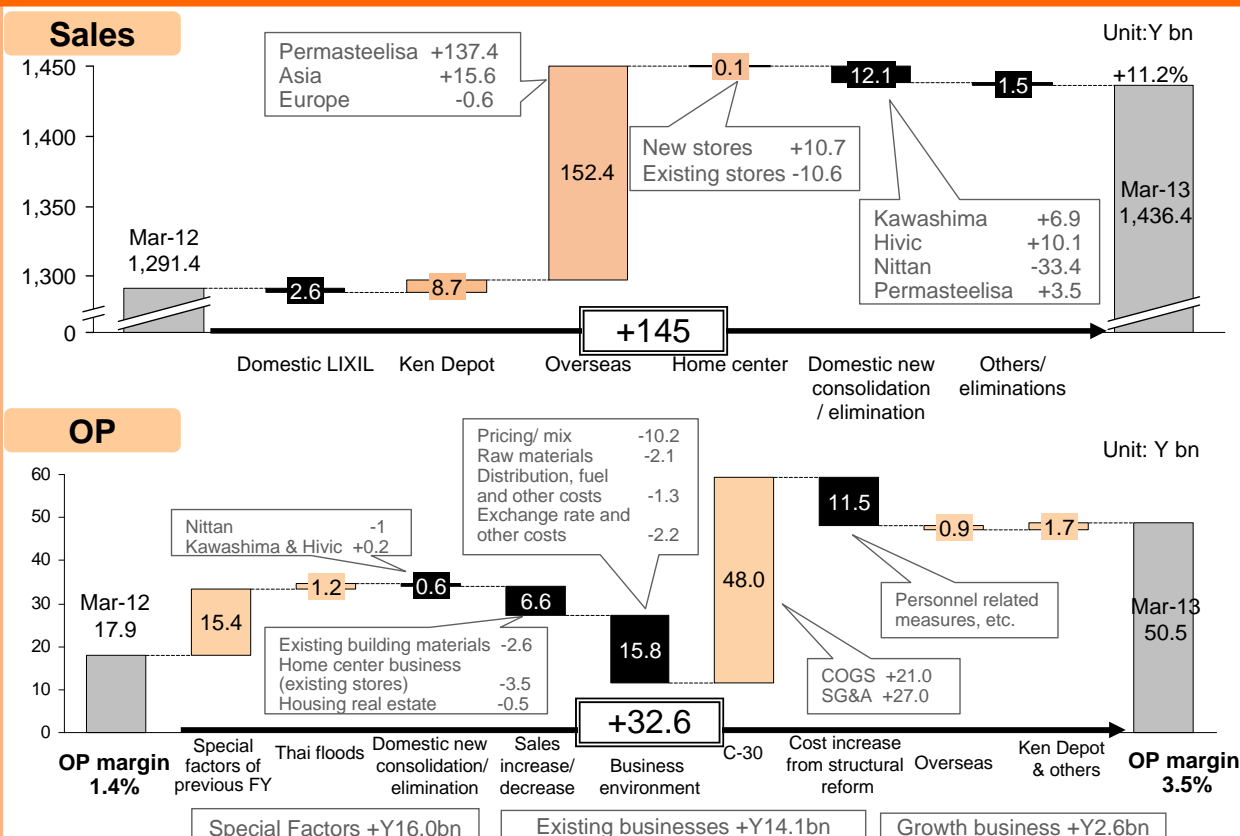
*1 Announced forecast revision for the FY ended March 2013 on Feb.28, 2013

*2 EBITDA figures are operating income before depreciation and amortization of goodwill

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7

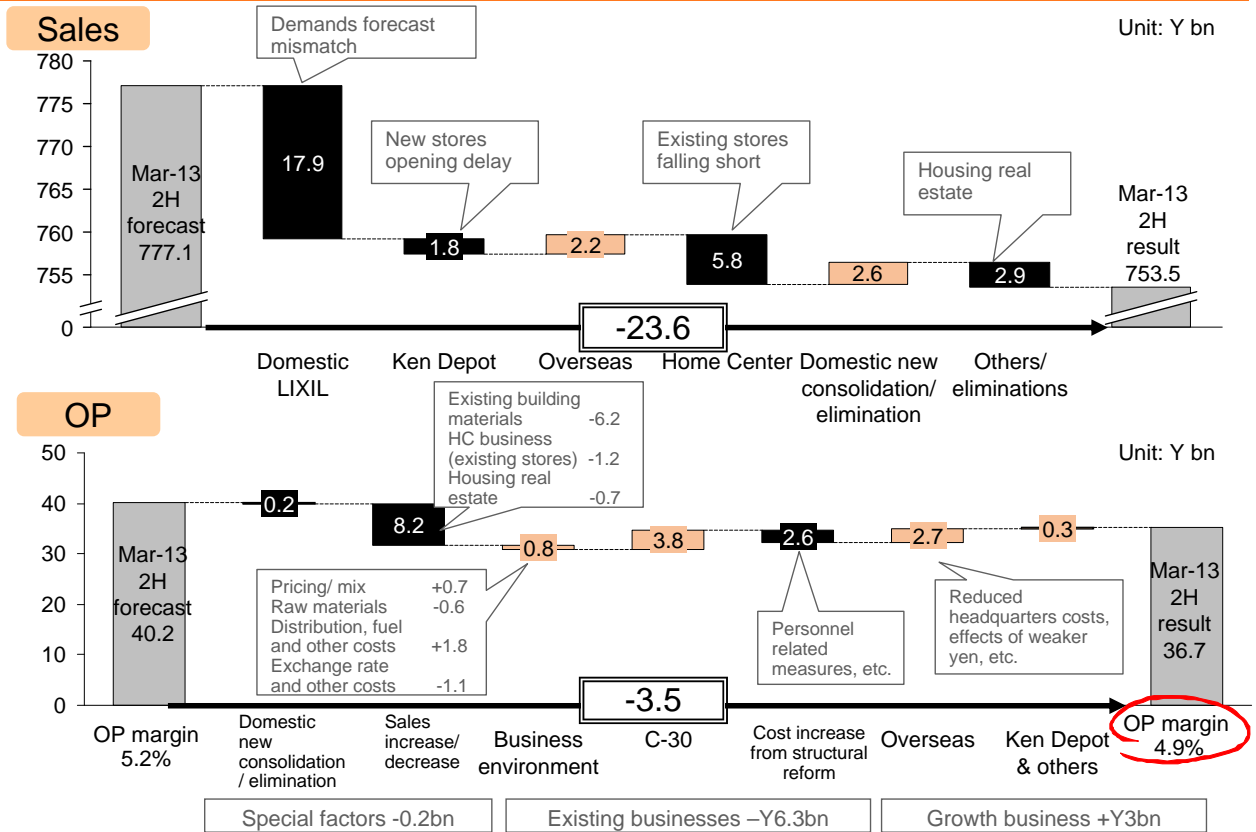
I-6. Increase/ Decrease of Sales & OP (Y/Y)



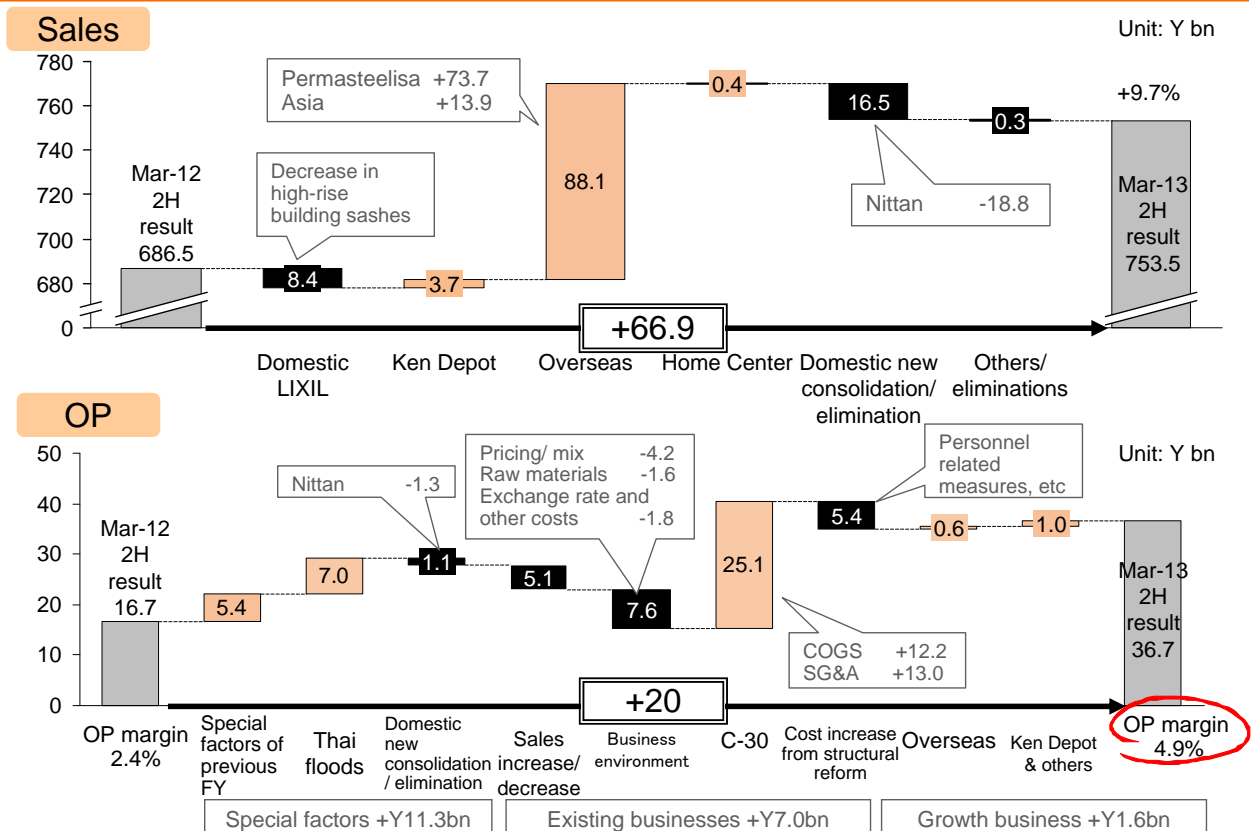
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8

I-7. Increase/ Decrease of Sales & OP for the 2H Ended March 2013 (Vs. Forecast)



I-8. Increase/ Decrease of Sales & OP for the 2H Ended March 2013 (Y/Y)



I-9. Impacts from the Thai Floods

■ Impacts from the Thai Floods

Unit: Y bn

	Mar-12 2H (6 months) results	Mar-13 results	Impact from the Thai Floods (total)
Sales	-12.4	-6.6	-19.0
Due to sales decrease	-4.0	-1.0	-5.0
Cost difference	-7.3	-5.8	-13.1
OP	-11.3	-6.8	-18.1
Extraordinary gains	-	17.8	17.8
Extraordinary losses	-21.2	-1.4	-22.6
Income before income taxes	-32.5	9.6	-22.9

Amounts of insurance income

Received by Sep-12	Y9.6 bn
Received on Feb-13	Y4.5 bn
Received on Mar-13	Y3.7bn
Total	Y17.8 bn

Breakdown of extraordinary losses

Repair expenses of fixed assets	Y11.9bn
Loss on fixed assets	Y3.1bn
Loss on inventory assets	Y2.6bn
Fixed cost during suspension of factory operations	Y5.0bn
Total	Y22.6bn

■ Thai factory recovery schedule (from flooding to restoration)

Stopped factory operation on October 18, 2011 due to floods



Sequentially started operation from mid February 2012



Delivery normalized for housing sashes from March 1, 2012



Delivery normalized for commercial building sashes from late April 2012



All production normalized from May 1, 2012

All negative factors have been confirmed. However, final determination of those payment (extraordinary profit) is still on going.



11

I-10. Impacts of Currency Fluctuation & Countermeasures Against Weaker Yen

<Impacts of Exchange Rate>

Unit: Y bn

	Rate	OP	Non Operating Profit and Loss	Recurring Profit
Q4 Mar-13 result	1(USD)=Y92~95(JPY)	-1.6	3.8	2.2
FY Mar-14 forecast	1(USD)=95(JPY)	-16.0	0.0	-16.0

Short-Term Countermeasures

1. Further cost cutting
2. Production transfer within ASIA (From China to ASEAN)
3. Use of derivatives
4. Increase overseas sales driven by accelerated M&A
5. Consider raising product prices
6. Review loans receivable from overseas subsidiaries

Medium-Term Countermeasures

1. Expand global business (Including large M&As)
2. Increase exports (overseas sales) to offset imports to become more FX neutral
3. Consider raising product prices
4. New cost cutting measures following the C-30 project
5. Review loans receivable from overseas subsidiaries



12

I-11. Other P/L Related Information

■ Extraordinary Items

Unit: Y bn

Items	Mar-12 results	Mar-13 results	Increase/ decrease	Details
Gain on sales of subsidiaries and affiliates' stocks	-	2.4	+2.4	(Q1) Sales of Nittan to Secom Co., Ltd.
Insurance income	-	17.8	+17.8	(Q2 & Q4) Partial receipt of insurance payment from the Thai floods
Gain on negative goodwill and step acquisitions	1.1	-	-1.1	(1H) Kawashima Selkon Textiles
Gain on the shift to DC(*)	-	1.1	+1.1	(Q3)Margin of the shift from DB(**) to DC(*) in Oct when pension plans were unified
Gain on sales of noncurrent assets and other	0.7	2.1	+1.4	
Extraordinary income	1.8	23.4	+21.6	Extraordinary profit of Y11.2bn in 2H
Impairment loss	13.5	4.0	-9.5	Idle land, etc. (FY Mar-12) Impairment loss of Shin Nikkei's goodwill and bathroom unit business, etc
Loss on showroom integration	2.1	1.2	-0.9	
Loss on factory restructuring	1.2	0.4	-0.8	
Loss on disaster	21.2	1.4	-19.8	Additional Thai flood impact
Early retirement related loss	-	32.7	+32.7	(2Q) Voluntary retirement of 1,884 employees (mostly) as of Oct 25th
Loss on sale or disposal of fixed assets and other	6.4	4.3	-2.1	
Extraordinary loss	44.4	44.0	-0.4	Extraordinary loss of Y4.1bn in 2H

■ Tax Expenses

* DC : defined contribution pension plan / ** DB : defined benefit pension plan

Last FY, tax cost was drastically decreased due to taking over Shin Nikkei's loss carried forward from integration to LIXIL Corp. For this FY, tax burden ratio increased, due to increase of amortization of goodwill, but there was tax effect from integrating the pension and the burden ratio was relatively low.

13

I-12. Consolidated Financial Position

Unit: Y bn

	Mar-12	Mar-13	Increase/ decrease
Cash and deposits	175.1	116.9	-58.2
Notes and accounts receivable	365.6	387.5	21.9
Inventories	188.1	189.6	1.5
Tangible and intangible assets	517.2	544.8	27.6
Others	235.1	227.0	-8.2
Total assets	1,481.1	1,465.7	-15.4
Notes and accounts payable	214.4	201.1	-13.4
Loans and bonds	393.9	358.0	-35.9
Others	334.0	340.3	6.3
Total liabilities	942.3	899.4	-42.9
Treasury stocks	-41.7	-41.8	0.0
Others	580.5	608.1	27.5
Net assets	538.8	566.3	27.5

Units: %, yen, thousand shares

Capital adequacy ratio (%)	35.7	38.3	+2.6P
Net asset per share (Y)	1,817	1,930	113
Number of shares at end of period (thousand shares)	290,762	290,754	-8
ROE (%)	0.4	3.9	+3.5P
ROA (%)	0.1	1.4	+1.3P

Total assets reduced by Y15.4bn

- The accounts receivable rose mainly due to expansion of overseas sales.
- Tangible and intangible assets grew from increase of capital expenditures such as overseas factory investment.
- Notes and accounts payable declined from recoil reduction of outer procurement due to Thai floods and others.
- Interest bearing debt fell mostly for the repayment of short-term loans and redemption of bonds.
- Net assets increased from net profit and also foreign currency translation adjustment from depreciation of the yen.
- Capital adequacy ratio increased by 2.6P due to the reduction of total assets.

I-13. Cash Flow and Capital Expenditures

■ Cash Flows

	Mar-12	Mar-13	Unit: Y bn Increase/ decrease
Pre-tax income	-26.4	32.5	59.0
Depreciation	39.4	44.7	5.4
Impairment loss	13.5	4.0	-9.5
Income tax payments	-9.7	-9.4	0.4
Working capital	-12.9	-33.2	-20.3
Others	30.1	-10.3	-40.4
Cash flows from operating activities	34.0	28.4	-5.5
Cash flows from investing activities	-142.1	-12.4	129.7
Free cash flows	-108.1	16.0	124.1
Cash flows from financing activities	138.3	-31.8	-170.1

Free cash flows increased by Y124.1bn Y/Y

- Operating cash flows decreased by Y5.5bn. This was due to loss, such as retirement payment, despite the major recovery of EBIT.
- Although capital expenditures rose by Y142.1bn from acquisition of Permasteelisa in the last FY, investing cash flows remained at Y12.4bn due to sales of disaster-prevention business and liquidation of management assets.
- Cash flows from financing activities used net cash of Y31.8bn for repayment of long-term loans and redemption of bonds.
- Cash equivalents at Mar-13 was Y114.7bn (-Y12.7bn Y/Y)

■ Capital Expenditures

	12-Mar	13-Mar	Unit: Y bn Mar-14 forecasts		
			1H	2H	annual
Capex	52.1	73.8	27.7	31.5	59.2

Major Capital Expenditures of Mar-13 (results)

<By region> Domestic Y54.7 bn
Overseas Y19.1 bn

<By contents>

Home center Y 8.9 bn
Thai floods recovery investments Y 6.4 bn
Efficiency capability investments Y14.0 bn
New factory investments Y 0.5 bn

	12-Mar	13-Mar	Unit: Y bn Mar-14 forecasts		
			1H	2H	annual
Depreciation	39.4	44.7	19.7	26.2	45.8

Major Capital Expenditures Mar-14 (forecasts)

<By region> Domestic Y35.6 bn
Overseas Y23.6 bn

<By contents>

New factory Y15.2 bn
Home center Y 7.1 bn
New product investments Y 5.2 bn



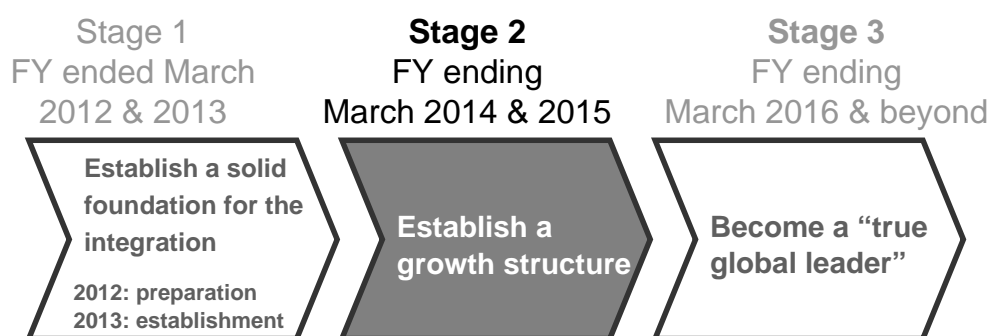
II. Full-year Forecasts for the FY Ending March 2014



II-1. Highlights of Forecasts for the FY Ending March 2014
(The First Year of the Medium-Term Business Plan LIXIL G-15)

- Achieve record high
recurring profit & net profit
recurring profit +32% & net profit +83%
- Domestic: Gain from market upturn and new product effects
- Overseas: Healthy growth (Asia and Permasteelisa)
- Risk: Further yen depreciation (countermeasures on P.12)

II-2. Operational Focus for the FY Ending March 2014
(The First Year of the Medium-Term Business Plan LIXIL G-15)



Stage 2: Challenge to Establish a Growth Structure

Growth = Sales + Profit + Brand + Leadership

- 1 Win Competition
- 2 Create Dominating Products
- 3 Build Six Sigma Quality and Processes
- 4 Create Strong Brands
- 5 Develop Talents and Build Strong Teams

II-3. Forecasts for the FY Ending March 2014 (1)

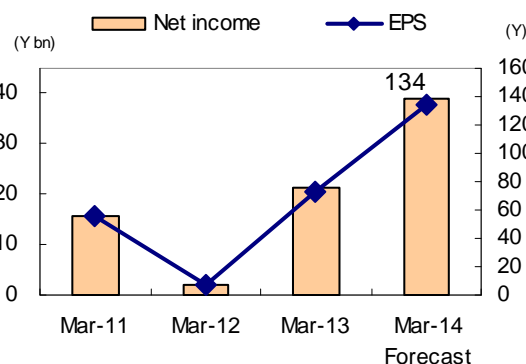
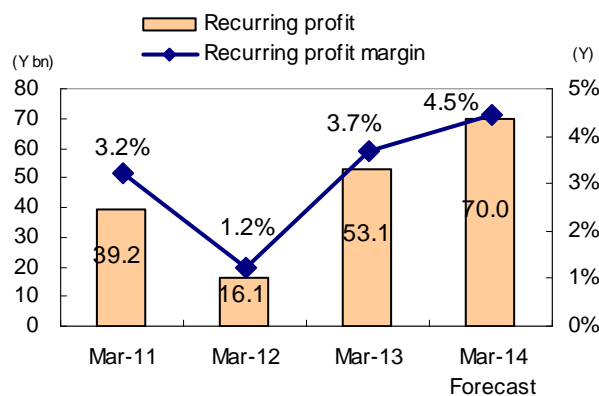
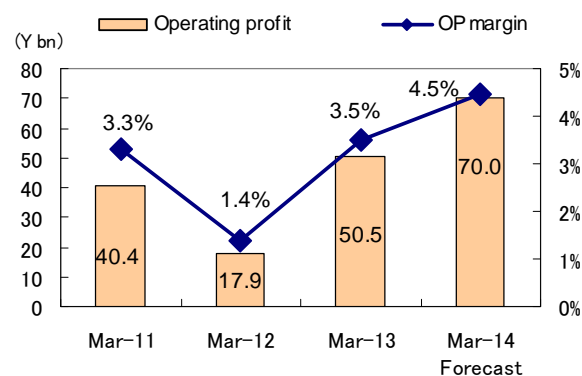
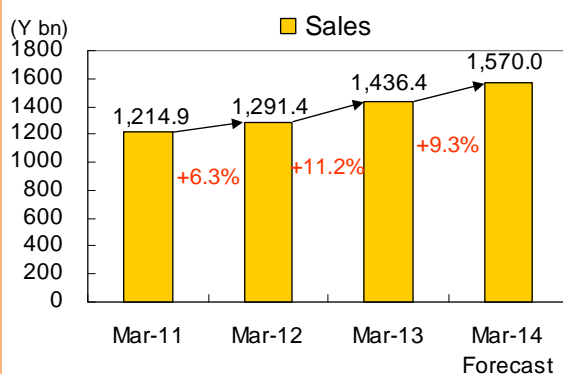
Units: Ybn, Y, %

	Mar-13 results	Mar-14 forecasts					
		1H	Y/Y	2H	Y/Y	Full year	Y/Y
Net sales	1,436.4	730	6.9%	840	11.5%	1,570	9.3%
Operating income	50.5	23	67.1%	47	28.0%	70	38.7%
OP margin	3.5%	3.2%	+1.1P	5.6%	+0.7P	4.5%	+0.9P
Recurring profit	53.1	23	84.3%	47	15.8%	70	31.9%
RP margin	3.7%	3.2%	+1.3P	5.6%	+0.2P	4.5%	+0.8P
Net income	21.3	13	Turn profitable	26	-18.1%	39	82.7%
EPS (Y)	73	45	-	-	-	134	-

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19

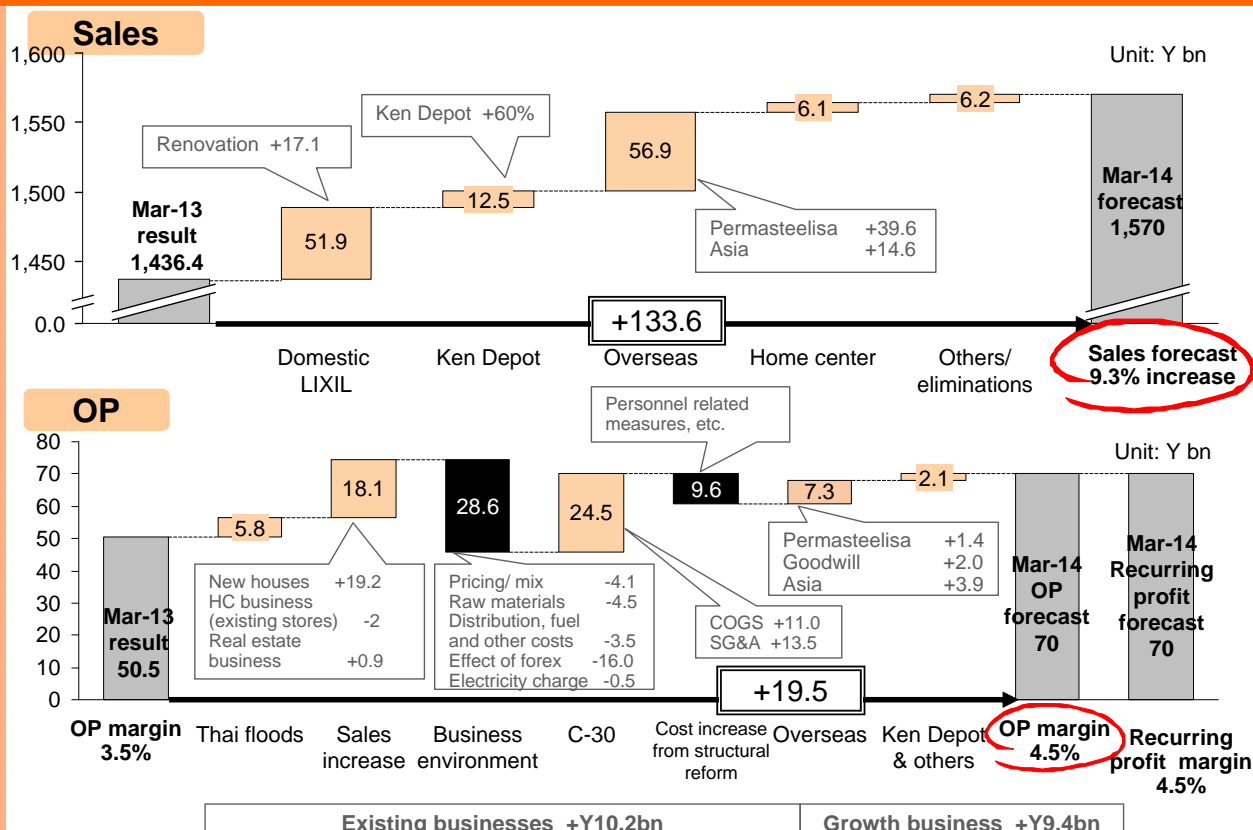
II-3. Forecasts for the FY Ending March 2014 (2)



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20

II-4. Increase/ Decrease of Sales & OP for the FY Ending March 2014 (Y/Y)



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21

II-5. Shareholder Return & Takeover Defense for the FY Ending March 2014

■ Dividend payment

Intend to maintain Y40 per share dividend for the fiscal year ending March 2014.
Basic dividend payout policy is to maintain the level over 30% of net income.

	Mar-12	Mar-13	Mar-14 (forecast)
1H	20 yen	20 yen	20 yen
2H	20 yen	20 yen	20 yen
Full year	40 yen	40 yen	40 yen
Dividend payout ratio	616%	55%	-

■ Share buyback

Share buyback may take place once decisions are made based on elements, such as financial positions and share price.

■ Basic policy regarding the company's decision control

We do not have special defense program for possible M&A targeted against us since we intend to increase our corporate value by taking various measures that would gain supports from our shareholders. We operate under a policy that we would like to have our shares to be held over medium to long-term by a large number of shareholders.

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22

III. Progress in the “C-30 Project”, Governance Structure & Others



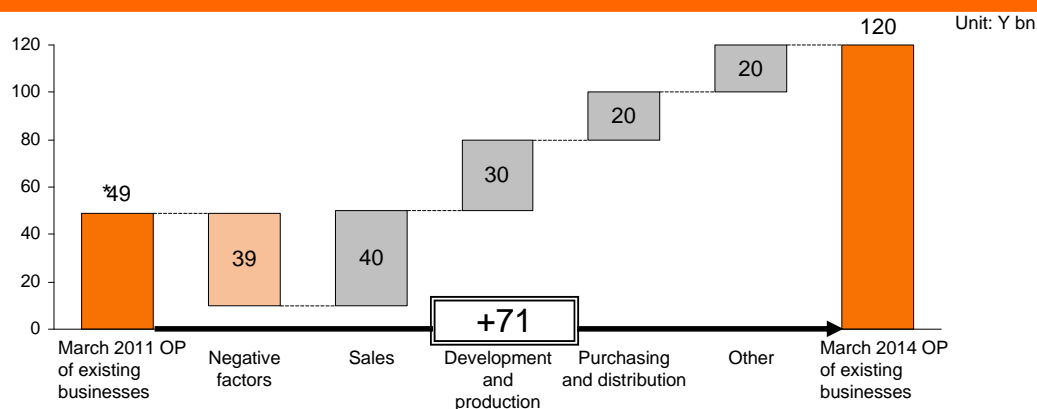
III-1. Progress of the “C-30 Project”

Objectives	Profitability improvement to achieve OP margin 10% for the existing domestic businesses in FY ending March 2014							
Basic policies	30% cost reduction by elimination of overlapping functions Promote optimization of the Group by thorough revision of every operation							
Major measures by different divisions	Division	Major measures	Target	Mar-13 progress	Mar-12 PL base (results)	Mar-13 PL base (results)	Mar-14 PL base (forecasts)	Accumulated 3 years total
	Sales & marketing	<ul style="list-style-type: none"> Integrate sales offices and showrooms Integrate sales and marketing divisions as well as front and back office operations 	Y40bn	74%	Y7.6bn	Y13.5 bn	Y8.6bn	Y29.7bn
	Development & production	<ul style="list-style-type: none"> Integrate products and decrease the number of products Reorganize and consolidate production sites Automate factories and increase internally manufactured products and decrease outsourcing Expand production overseas Improve product quality 	Y30bn	95%	Y10.9bn	Y14.5 bn	Y5.9bn	Y31.3bn
	Purchasing & distribution	<ul style="list-style-type: none"> Improve economy of scale by the integration of purchasing Increase purchasing from overseas Consolidate logistics centers and integrate IT systems 	Y20bn	129%	Y11.2bn	Y13.3 bn	Y6.1bn	Y30.6bn
	Other	<ul style="list-style-type: none"> Integrate headquarters Integrate administrative IT systems 	Y20bn	62%	Y2.4bn	Y6.7bn	Y3.9bn	Y13.0bn
	Total		Y110bn	87%	Y32.1bn	Y48.0bn	Y24.5 bn	Y104.6 bn

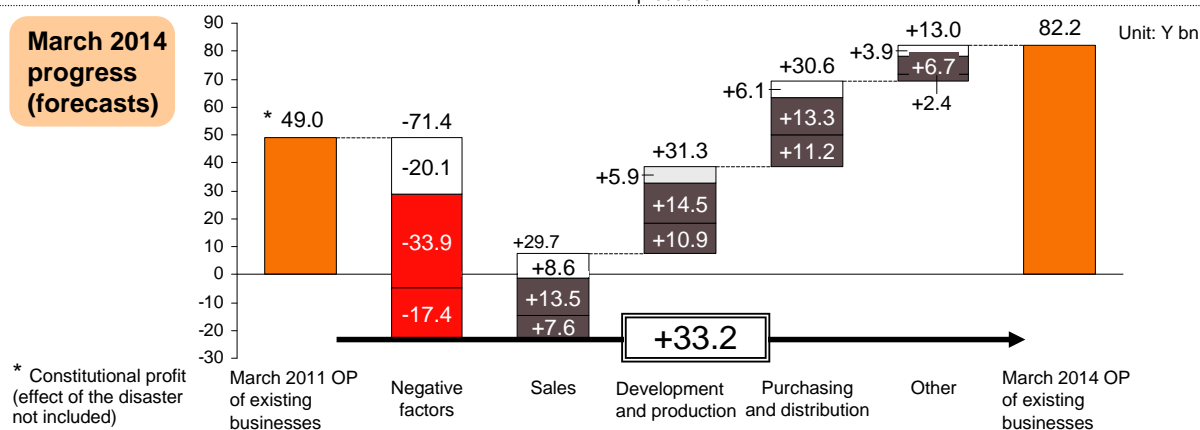
Reduce approximately Y110bn of cost by March 2014 compared to March 2011 for existing businesses.

III-1. Progress of the “C-30 Project” (2)

May 2011
C-30
Project
Launch



March 2014
progress
(forecasts)



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25

III-2. Change of Committee Members

(After the approval of annual shareholders' meeting to be held on June 21, 2013)

BEFORE

Nomination committee

-Chairman Fumio Sudo
-Member Yoichiro Ushioda
-Member Masahiro Takasaki

Audit Committee

-Chairman Yoshinobu Kikuchi
-Member Tsutomu Kawaguchi
-Member Tetsuo Shimura
-Member Hidehiko Sato

Compensation Committee

-Chairman Takashi Tsutsui
-Member Fumio Sudo
-Member Tetsuo Shimura



AFTER

Nomination committee

-Chairman Fumio Sudo
-Member Yoichiro Ushioda
-Member Hidehiko Sato

Audit Committee

-Chairman Yoshinobu Kikuchi
-Member Tsutomu Kawaguchi
-Member Hidehiko Sato

Compensation Committee

-Chairman Takashi Tsutsui
-Member Fumio Sudo
-Member Kouda Main

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26

III-3. Change of Board Members

- **Board of Directors:** After the approval of annual shareholders' meeting to be held on June 21, 2013
(● indicate new candidates)

Director	Yoichiro Ushioda	(Also Chairperson, Representative Director of LIXIL Corp.)
Director	Yoshiaki Fujimori	(Also President, Representative Director of LIXIL Corp.)
Director	Takashi Tsutsui	(Also Director of LIXIL Corp.)
Director	Yoshizumi Kanamori	(Also Director of LIXIL Corp.)
● Director	Yoshinobu Kikuchi	
Director	Keiichiro Ina	
Outside Director	Fumio Sudo	Outside Director Tsutomu Kawaguchi
Outside Director	Hidehiko Sato	● Outside Director Main Kouda

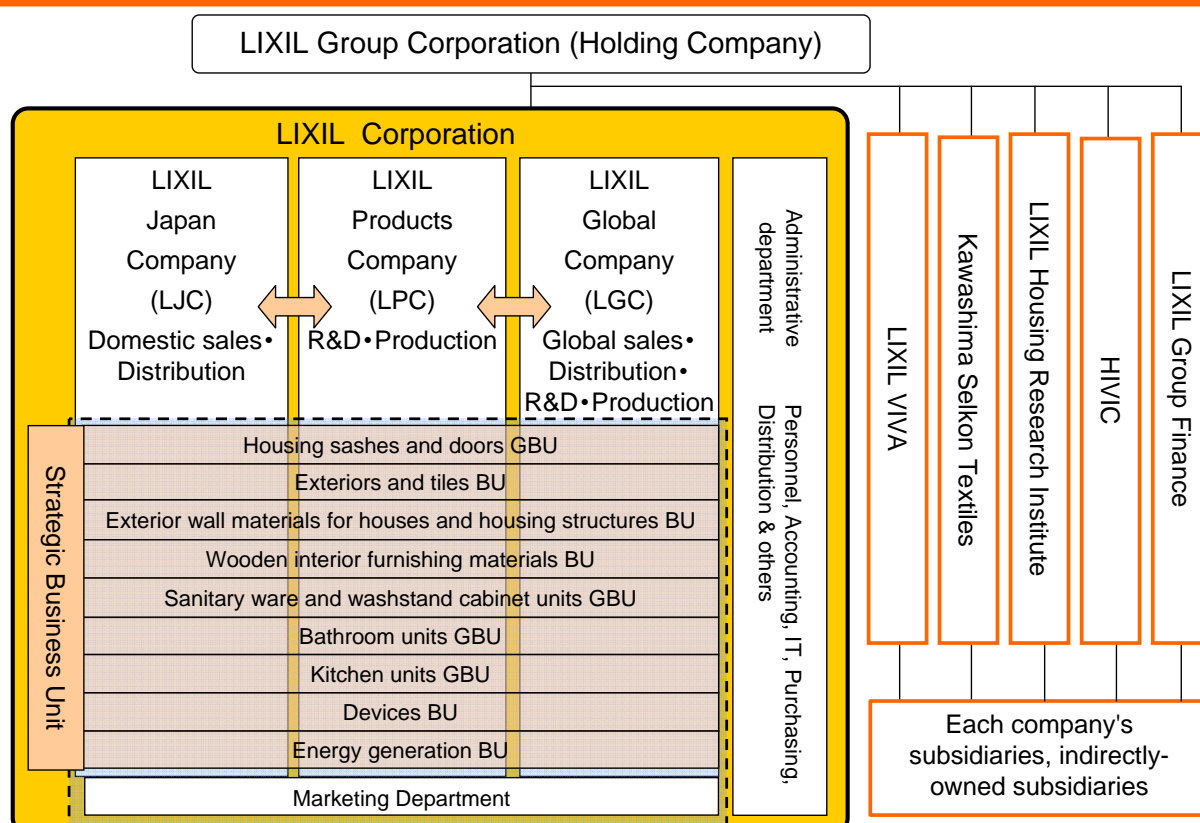
- **Executive Officers :** After annual shareholders' meeting to be held on June 21, 2013
(Members with ※ are those who will also be the members of the Board/ Member with ● is a new executive officer)

※ Representative Executive Officer, President	Yoshiaki Fujimori	※ Executive Officer and Senior Managing Director	Yoshizumi Kanamori
Representative Executive Officer and Vice President		Executive Officer, Senior Managing Director	
※ Executive Officer and Vice President	Ryuichi Kawamoto	Executive Officer, Senior Managing Director	Shinichi Tanzawa
	Takashi Tsutsui	Executive Officer, Senior Managing Director	
Executive Officer and Vice President			Ryo Nihei
	Toshimasa Iue	● Executive Officer, Senior Managing Director	
Executive Officer and Vice President			Harumi Matsumura
	Tadashi Arishiro	● Executive Officer, Senior Managing Director	
Executive Officer and Vice President			Sachio Matsumoto
	Yosuke Yagi	Executive Officer	
Executive Officer and Vice President			Katsuhiko Mamenari
	Haruo Shirai		



27

III-4. Structural Reorganization of LIXIL (After April 1, 2013)



28

IV. New Products and Services of the LIXIL Group



IV-1. Overview of New Products Launched in the FY Ended 2013 (1)

•Quarterly number of new products by segments

	2011					2012				
	1Q	2Q	3Q	4Q	FY Total	1Q	2Q	3Q	4Q	FY Total
Total	9	11	7	16	43	13	11	13	56	93
Metal building material	0	4	3	0	7	1	1	4	25	31
Housing sashes & Doors	0	2	3	0	5	0	0	4	4	8
Exterior & Tiles	0	2	0	0	2	1	1	0	21	23
Plumbing fixtures	0	1	0	8	9	0	1	1	18	20
Sanitary ware & Washstand cabinet units	0	0	0	4	4	0	0	1	5	6
Bathroom units	0	0	0	1	1	0	1	0	2	3
Kitchens	0	1	0	3	4	0	0	0	4	4
Devices	0	0	0	0	0	0	0	0	7	7
Other	0	2	1	6	9	4	1	3	7	15
Exterior wall material for houses & Structural materials	0	0	0	6	6	3	0	2	1	6
Wooden interior furnishing material	0	2	0	0	2	1	1	1	0	3
Energy generation devices	0	0	1	0	1	0	0	0	6	6
Service	9	4	3	2	18	8	8	5	6	27

•Monthly number of new products in Feb-Mar, 2013

	Feb.	Mar.
Total	31	22
Metal building material	6	18
Housing sashes & Doors	3	1
Exterior & Tiles	3	17
Plumbing fixtures	18	0
Sanitary ware & Washstand cabinet units	5	0
Bathroom units	2	0
Kitchens	4	0
Devices	7	0
Other	5	3
Exterior wall material for houses & Structural materials	0	1
Wooden interior furnishing material	1	0
Energy generation devices	4	2
Service	2	1



IV-1. Overview of New Products Launched in the FY Ended 2013 (2)

Major Products	2011				2012			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Number of new products launched	2	6	4	20	5	4	7	50
New detached homes	Solar rack	SAMOS ecolis/Solael Terios port	Solar panel Strengthen wooden interior furnishing material	Strengthen: Exterior walls Kitchens Sanitaryware Washstand cabinet units Bathroom units	Family line Solar roof Melvio/La duna LED lighting for exterior	Brancher DX Danran monogatari cocoma/ZIMA	FG - H/S SAMOS II Woody line Cardinal New material	FG-E/GIESTA GEONAW Entrance/ Solar rack/ Kreiyu/Richelle/ Strengthen garden products & wall products/amiy/S hiera/LC
Renovation	TASBOX	Pattori-kun			Coco-Eco	Renovio V	Super insulating Rechant door	Amiage shower toilet
Multiple family units		Strengthen Pro-se	Strengthen Pro-se Doors for apartments	Strengthen Pro-se for renovation	Strengthen Pro-se for renovation	Easy screw method		Segel window SolestaM Soleo
Public & Non residential	Strengthen store building materials	Strengthen store building materials	Strengthen curtain wall business & store building materials	Strengthen store building materials	Door & sliding door strengthening store building	Strengthening store building materials	Strengthening curtain wall business	Small size toilet, Multi-functional wall hanging toilet basin, Handrails for various spaces, Solar base

Major Services	2011				2012			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Services started	9	4	3	2	8	8	5	6
Service	New Cesibo Restruction support homes "EHR-S", Arietta Premium, Extend the Mediterranean air conditioning system nationwide ERA Housing warranty JIO warranty against housing defect	AYA Supreme Easy measurement of liquefiable site Stock homes building diagnosis	Home Rirekisho SDS investigation guaranteeing quality of ground	Small renovation package for rental homes	Ground information report Total housing service, Seikatsu Tasuke	Cesibo smart house Sony bank cooperating loans Warranty for housing defect: Second hand apartments Large scale repairment	Arietta smart house Technical examination of low carbon building	Safety guard service for rental homes for elderly (Cooperated with Secom)

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31

IV -2. Opening of New Flagship Showroom in Western Japan

As a flagship showroom in western Japan, LIXIL & Kawashima Selkon Textiles will open in Osaka in August 2013.



Planned to move into the *Grand Front Osaka Tower A*

LIXIL and Kawashima showrooms will open on the 11th and 12th floors respectively.

*LIXIL gallery will also open on the 12th floor



Full view of *Grand Front Osaka*

*The tower on the right that is connected to JR Osaka station will be Tower A, to which the showrooms of LIXIL group will be moving in.

Grand Front Osaka – Opened on April 2013
Grand Front Osaka is the most recently opened major residential and business complex that is connected to the Osaka and Umeda station. Adding to the location's merit of easy access by trains, other housing equipment companies' showrooms are starting to gather in the Umeda area. The location is expected to become a new hub for transmitting housing related information.

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32

IV -3. Effects of LIXPO 2013

1. What is LIXPO?

An exhibition of new LIXIL products under the theme of *Enhance Our Living*

◆ Products exhibited:

New products launched from Autumn 2012 to Spring 2013 and major existing products on the market.

(Sashes, doors, exterior products, sanitary ware, bathroom units, kitchen units, etc.)

◆ Purpose:

To inspire visitors to use LIXIL products and materials by showcasing our new products, thoughts and future.

◆ Concept:

Present sense of unity among LIXIL, distributors and contractors.

Held exhibitions in eight areas throughout Japan.

◆ Targets:

Contractors (70%), distributors (25%), and end-users (5%)

◆ Expectations hereafter

-Sales increase post LIXPO.

-Improved rate of replacement by new products.

-Enhanced penetration of LIXIL brand into distribution channels.



Period	Expected number of visitors	Actual number of visitors	Vs. Forecast
2/5-4/11	53,000	67,500	+27%

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33

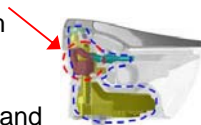
IV -4. New Products & Services Launched in the FY Ended March 2013 (1)

New SATIS –tankless toilets-



SATIS was newly categorized into 3 types: "G", "S" and "E"

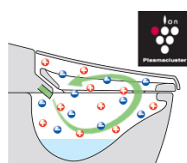
Industry first, Vortex flushing system (type "G")



Toilet bacteria elimination (type "G" and "S")

Interlock with Smart Phone (Smart Phone can be used as a remote control device by installing application.) (type "G" and "S")

February Launch



Kireiyu -unit bathroom for detached houses-

Mechanism of dirt-protection which makes cleaning easier

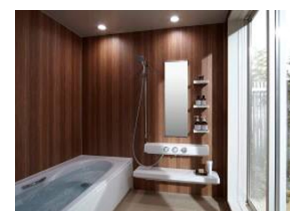


-Kirei bathtub

-New Kururin-poi drain

-Kirei Thermo Floor

February Launch



LIXIL

34

IV -4. New Products & Services Launched in the FY Ended March 2013 (2)

Sunvarie Richelle -kitchen equipment-



Kururin Haisuikou, eases drain cleaning by creating a whirl without using electricity

Kirei sink & Barrier coat NEO, is a sink made of artificial marble to protect from dirt

Hiromaru-stove, provides more space and ease of use on the stove



February Launch

GIESTA –insulated door-

The series of mid range priced products with K3 quality improved to K2 without increasing price and enhancing competitiveness.

CAZAS +, an electric lock system

LED lighting, industry first, is installed at the top of the door



February Launch

GIEONA -aluminum gate/ fence-



Gates of the same design with Giesta were produced. Integrated coordination of entrance space can be created.



Electric lock provides the friendliness of controlling remotely and opening the gate and the door of the house with the same key.



March Launch

LIXIL

35

IV -4. New Products & Services Launched in the FY Ended March 2013 (3)

LARUGE, Misrea, LC, Piara -main 4 series of new washstand cabinet units-

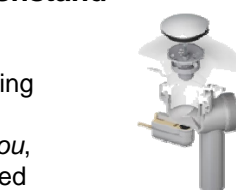
Easier cleaning and easier storing

Sokomade Temanashi Haisuikou, new mechanism of drain installed with magnet allows cleaning the bottom of drain easier

Smart Pocket for organizing small belongings

Tray Arrange mechanism for efficiently storing things in different size

February Launch



Coco- Eco Diagnostic

-simulation software to numerically compare insulation of the house before and after renovation in advance-

Visualize the effect of *Coco-Eco* (mechanism of Eco-renovation) by figures, graphs, thermograph images

Criteria for evaluation

1. sensory temperature
2. underfoot warmth
3. condensation on windows
4. heat-retention in the room
5. cost for air conditioning



January Launch



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36

IV -5. Superstar Products of LIXIL

SAMOS II

-new generation standard windows-

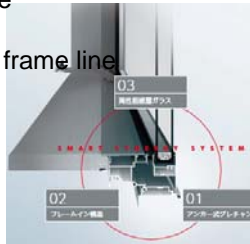
Industry first

Smart synergy system provides window frame and pair glass, all in one

Frame in structure covers the frame line

Enhanced user friendliness of assembly and construction

December 2012 Launch

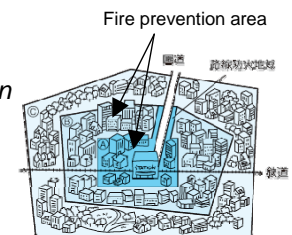


Fireproof window FG -Fire prevention window approved by Minister of Land, Infrastructure and Transportation-

Adopted the same LIXIL's original technology: *Smart synergy system* and *Frame in structure* as SAMOS II

Consistently high-fire prevention

December 2012 Launch



Fire prevention area image



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37

LIXIL

Link to Good Living

The brand name LIXIL derives from the combination of two words that represent our business: LI of "Living" and LI of "Life".

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38

Results for the FY Ended March 2013 <Fact Sheets>

1. Financial Results for the FY Ended March 2013 (5 year trends)	P1
2. Results for the 1H & 2H of the FY Ended March 2013 and Forecasts for the 1H & 2H of the FY Ending March 2014	P2
3. Domestic & Overseas Results and Forecasts by Segment	P3
4. Quarterly Financial Results	P4
5. Segment Information (1) Manufacturing Businesses -Metal Building Material Business Segment -Plumbing Fixtures Business Segment -Other Building Materials and Equipment Business Segment	P5
6. Segment Information (2) Distribution and Retail Business Segment	P6
7. Segment Information (3) Housing, Real Estate and Other Business Segment	P7
8. Sales by Products and Services	P8
9. Renovation Business	P9
10. Overseas Production Ratio and Sales	P10
11. Permasteelisa	P11
12. American Standard Asia Pacific	P11
13. Goodwill and Scope of Consolidation	P12
14. Recent M&As	P12

May 7, 2013



LIXIL Group Corporation

Cautionary Statements with Respect to Forward-Looking Statements

Statements made in these materials with respect to plans, strategies and future performance that are not historical facts are forward-looking statements. LIXIL Group Corporation cautions that a number of factors could cause actual results to differ materially from those discussed in the forward-looking statements.

1. Financial Results for the FY Ended March 2013 (5 year trends)

Units : Y bn, %

	Mar-09 results	Mar-10 results	Mar-11 results	Mar-12 results	Mar-13 results	Y/Y	
						increase/ decrease	(%)
Metal building material	397.9	368.8	488.5	515.0	651.8	136.8	26.6%
Plumbing fixtures	291.7	282.8	380.0	370.5	374.3	3.9	1.0%
Other building materials	177.1	155.2	159.7	191.0	188.0	-3.0	-1.5%
Distribution and retail	133.3	134.2	142.8	166.6	175.4	8.8	5.3%
Housing, real estate and other	55.9	51.9	57.5	61.3	59.3	-2.1	-3.4%
Subtotal	1,055.8	992.9	1,228.5	1,304.4	1,448.8	144.5	11.1%
Elimination	-9.0	-10.3	-13.5	-13.0	-12.4	0.5	-
Net sales	1,046.9	982.6	1,214.9	1,291.4	1,436.4	145.0	11.2%
Gross profit	305.8	299.0	380.7	376.1	403.1	27.0	7.2%
Gross margin	29.2%	30.4%	31.3%	29.1%	28.1%	-	-1.0P
SG&A	280.2	273.1	340.3	358.1	352.6	-5.6	-2%
SG&A ratio	26.8%	27.8%	28.0%	27.7%	24.5%	-	-3.2P
Metal building material	19.2	17.9	22.1	4.0	23.9	19.9	499.7%
Plumbing fixtures	3.8	8.4	13.0	11.5	17.0	5.5	48.2%
Other building materials	1.6	-1.4	3.6	1.9	7.6	5.7	302.7%
Distribution and retail	2.9	3.9	2.0	-0.9	0.3	1.1	-
Housing, real estate and other	-0.3	-1.1	2.4	4.3	4.9	0.7	16.1%
Elimination	-1.6	-1.7	-2.7	-2.8	-3.2	-0.4	-
Operating profit	25.6	26.0	40.4	17.9	50.5	32.6	181.8%
Metal building material	4.8%	4.8%	4.5%	0.8%	3.7%	-	+2.9P
Plumbing fixtures	1.3%	3.0%	3.4%	3.1%	4.5%	-	+1.4P
Other building materials	0.9%	-0.9%	2.2%	1.0%	4.0%	-	+3.0P
Distribution and retail	2.2%	2.9%	1.4%	-0.5%	0.2%	-	-
Housing, real estate and other	-0.6%	-2.1%	4.1%	7.0%	8.4%	-	+1.4P
OP margin	2.4%	2.6%	3.3%	1.4%	3.5%	-	+2.1P
Recurring profit	22.2	27.9	39.2	16.1	53.1	36.9	229.1%
Net income/ loss	0.5	-5.3	15.8	1.9	21.3	19.5	-

2. Results for the 1H & 2H of the FY Ended March 2013 and Forecasts for the 1H & 2H of the FY Ending March 2014

Units: Y bn, %

	FY Ended March 2013			FY Ending March 2014								
	1H results	2H results	Full-year results	1H forecasts			2H forecasts			Full-year forecasts		
				Y/Y (amount)	Y/Y (%)		Y/Y (amount)	Y/Y (%)		Y/Y (amount)	Y/Y (%)	
Metal building material	306.1	345.6	651.8							715.0	63.2	9.7%
Plumbing fixtures	178.0	196.3	374.3							409.0	34.7	9.3%
Other building materials	89.1	98.9	188.0							199.0	11.0	5.8%
Distribution and retail	87.0	88.4	175.4							194.0	18.6	10.6%
Housing, real estate and other	28.6	30.7	59.3							63.0	3.7	6.3%
Elimination	-5.9	-6.5	-12.4							-10.0	2.4	-
Net sales	682.9	753.5	1436.4	730.0	47.1	6.9%	840.0	86.5	11.5%	1570.0	133.6	9.3%
Gross profit	191.4	211.6	403.1	205.0	13.6	7.1%	236.5	24.9	11.7%	441.5	38.4	9.5%
SG&A	177.7	174.9	352.6	182.0	4.3	2.4%	189.5	14.6	8.3%	371.5	18.9	5.4%
Metal building material	5.5	18.4	23.9							34.5	10.6	44.3%
Plumbing fixtures	5.1	11.9	17.0							20.5	3.5	20.5%
Other building materials	2.2	5.4	7.6							8.0	0.4	5.7%
Distribution and retail	0.5	-0.2	0.3							5.0	4.7	1724.7%
Housing, real estate and other	2.1	2.8	4.9							5.5	0.6	11.2%
Elimination	-1.6	-1.6	-3.2							-3.5	-0.3	-
Operating profit	13.8	36.7	50.5	23.0	9.2	67.1%	47.0	10.3	28.0%	70.0	19.5	38.7%
OP margin	2.0%	4.9%	3.5%	3.2%	-	+1.1P	5.6%	-	+0.7P	4.5%	-	+0.9P
Recurring profit/ loss	12.5	40.6	53.1	23.0	10.5	84.3% Turn	47.0	6.4	15.8%	70.0	16.9	31.9%
Net income/ loss	-10.4	31.7	21.3	13.0	-	profitable	26.0	-5.7	-18.1%	39.0	17.7	82.7%

[Additional information] Results and assumptions for the foreign exchange rates and raw material prices

	Mar-13 results	Mar-14 assumptions
US dollars	83.23 yen	95.00 yen
Euros	103.25 yen	124.00 yen
Thailand bahts	2.67 yen	3.20 yen
Chinese yuan	12.70 yen	15.30 yen

Aluminum price (Purchasing price)	190,000 yen/ ton	210,000 yen/ ton
Copper price	510,000 yen/ ton	600,000 yen/ ton

3.Domestic & Overseas Results and Forecasts by Segment

Units: Y bn, %

			Mar-13 Result			Mar-14 Forecast			Growth rate (Y/Y)			
			Sales	OP	OPM	Sales	OP	OPM	Sales	OP	OPM	
Consolidated Results		Metal building material	651.8	23.9	3.7%	715.0	35.5	5.0%	9.7%	48.4%	1.3P	
		Plumbing fixtures	374.3	17.0	4.5%	409.0	21.0	5.1%	9.3%	23.5%	0.6P	
		Other building materials	188.0	7.6	4.0%	199.0	8.5	4.3%	5.8%	12.3%	0.2P	
		Consolidated building materials Total (1)	1,214.1	48.5	4.0%	1,323.0	65.0	4.9%	9.0%	34.0%	0.9P	
		Overseas	Permasteelisa	137.4	7.0	5.1%	180.5	8.4	4.6%	31.4%	19.9%	-0.4P
			Asia & others	67.7	1.6	2.4%	81.5	5.8	7.2%	20.4%	259.8%	4.8P
			HQ overhead, GW & others	-	-14.1	-	-	-12.5	-	-	-	-
			Overseas Total (2)	205.1	-5.5	-2.7%	262.0	1.7	0.7%	27.8%	-	3.3P
		Domestic building materials Total (1)-(2)		1,009.1	54.0	5.4%	1,061.0	63.3	6.0%	5.1%	17.2%	0.6P
		Distribution and retail		175.4	0.3	0.2%	194.0	3.0	1.5%	10.6%	994.8%	1.4P
	Housing, real estate and other		59.3	4.9	8.3%	63.0	5.5	8.7%	6.3%	11.2%	0.4P	
	Domestic Total		1,243.8	59.2	4.8%	1,318.0	71.8	5.4%	6.0%	21.2%	0.7P	
	Elimination		-12.4	-3.2	-	-10.0	-3.5	-	-	-	-	
Total		1,436.4	50.5	3.5%	1,570.0	70.0	4.5%	9.3%	38.7%	0.9P		

4. Quarterly Financial Results

Units: Y bn, %

		Mar-12								Mar-13							
		Q1 results		Q2 results		Q3 results		Q4 results		Q1 results		Q2 results		Q3 results		Q4 results	
		Y/Y		Y/Y		Y/Y		Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
	Metal building material	109.5	4.3%	135.4	9.9%	131.1	7.1%	139.0	0.8%	143.9	31.4%	162.2	19.8%	165.8	26.5%	179.8	29.4%
	Plumbing fixtures	79.5	-5.5%	95.8	-2.2%	99.2	-5.2%	95.9	2.9%	85.1	7.0%	92.9	-3.0%	98.9	-0.4%	97.5	1.6%
	Other building materials	30.8	-11.5%	47.7	23.6%	54.9	27.5%	57.5	33.3%	42.2	37.0%	46.9	-1.7%	49.2	-10.5%	49.7	-13.6%
	Distribution and retail	41.8	19.6%	40.4	16.4%	45.5	16.8%	38.9	13.8%	44.6	6.6%	42.4	5.0%	47.8	5.1%	40.6	4.5%
	Housing, real estate and other	12.7	2.6%	16.9	11.1%	15.5	2.3%	16.2	9.9%	13.1	2.9%	15.4	-8.9%	15.6	0.6%	15.1	-6.3%
	Subtotal	274.4	1.1%	336.3	8.6%	346.2	6.8%	347.4	7.5%	328.9	19.9%	359.9	7.0%	377.2	9.0%	382.7	10.2%
	Elimination	-2.6	-	-3.3	-	-3.6	-	-3.5	-	-2.8	-	-3.2	-	-3.5	-	-3.0	-
	Net sales	271.8	1.2%	333.0	8.5%	342.6	7.3%	343.9	7.5%	326.2	20.0%	356.7	7.1%	373.8	9.1%	379.7	10.4%
	Gross profit	83.9	-2.8%	96.1	-0.8%	105.0	-0.6%	91.1	-0.8%	90.6	8.0%	100.8	4.9%	111.0	5.7%	100.7	10.5%
	Gross margin	30.9%	-1.3P	28.9%	-2.7P	30.6%	-2.4P	26.5%	-2.2P	27.8%	-3.1P	28.3%	-0.6P	29.7%	-1.0P	26.5%	+0.0P
	SG&A	82.1	1.1%	96.7	12.5%	88.3	2.5%	91.0	4.7%	87.3	6.3%	90.3	-6.6%	86.8	-1.8%	88.2	-3.2%
	SG&A ratio	30.2%	-0.0P	29.0%	+1.0P	25.8%	-1.2P	26.5%	-0.7P	26.8%	-3.4P	25.3%	-3.7P	23.2%	-2.6P	23.2%	-3.3P
	Metal building material	0.4	-92.4%	-0.8	Fell into the red	7.6	-18.1%	-3.1	Fell into the red	-0.3	Fell into the red	5.8	Turned profitable	11.5	50.8%	7.0	Turned profitable
	Plumbing fixtures	1.5	186.4%	1.4	-50.9%	5.9	-18.3%	2.6	7.8%	2.7	76.8%	2.4	78.2%	8.3	39.7%	3.6	35.5%
	Other building materials	-1.0	loss expanded	-0.8	Fell into the red	2.3	18.2%	1.4	-20.7%	0.4	Turned profitable	1.8	Turned profitable	2.8	19.6%	2.6	90.4%
	Distribution and retail	1.0	-13.8%	-0.7	Fell into the red	0.6	-55.5%	-1.7	Loss expanded	0.5	-44.0%	0.0	Loss shrunk	1.0	67.9%	-1.2	Loss shrunk
	Housing, real estate and other	0.5	Turned profitable	1.1	28.0%	1.2	122.5%	1.5	25.7%	0.8	71.9%	1.3	21.3%	1.6	31.8%	1.3	-16.9%
	Elimination	-0.6	-	-0.7	-	-0.9	-	-0.6	-	-0.9	-	-0.8	-	-0.8	-	-0.7	-
	Operating profit/ loss	1.7	-65.5%	-0.6	Fell into the red	16.7	-14.3%	0.0	-99.4%	3.3	88.5%	10.5	Turned profitable	24.2	45.0%	12.5	-
	OP margin	0.6%	-1.2P	-0.2%	-3.8P	4.9%	-1.2P	0.0%	-1.5P	1.0%	+0.4P	2.9%	+3.1P	6.5%	+1.6P	3.3%	+3.3P
	Recurring profit/ loss	2.9	-54.7%	-3.8	Fell into the red	16.8	-15.6%	0.2	-92.4%	3.7	28.3%	8.8	Turned profitable	25.9	53.6%	14.7	-
	Net income/ loss	22.8	422.8%	-7.5	Fell into the red	-7.2	Fell into the red	-6.2	Loss expanded	1.1	-95.3%	-11.5	Loss expanded	18.1	Turned profitable	13.6	Turned Profitable

5. Segment Information (1) Manufacturing Businesses (Metal Building Materials/ Plumbing Fixtures/ Other Building Materials and Equipment Segments)

Sales of manufacturing businesses (Metal/ Plumbing/ Other)

Unit: Ybn, %

	1H		2H		Full-year					
	Mar-12 results	Mar-13 results	Mar-12 results	Mar-13 results	Mar-12 results	Mar-13 results	Y/Y (amount)	Vs. forecasts* (amount)	Mar-14 forecasts	Y/Y (amount)
Metal building materials	244.9	306.1	270.1	345.6	515.0	651.8	136.8	-10.2	715.0	63.2
Plumbing fixtures	175.3	178.0	195.1	196.3	370.5	374.3	3.9	-7.7	409.0	34.7
Other building materials	78.5	89.1	112.4	98.9	191.0	188.0	-3.0	5.0	199.0	11.0

Operating profit of manufacturing businesses (Metal/ Plumbing/ Other)

Unit: Ybn, %

	1H		2H		Full-year					
	Mar-12 results	Mar-13 results	Mar-12 results	Mar-13 results	Mar-12 results	Mar-13 results	Y/Y (amount)	Vs. forecasts* (amount)	Mar-14 forecasts	Y/Y (amount)
Metal building materials	-0.5	5.5	4.5	18.4	4.0	23.9	19.9	-2.3	34.5	10.6
Plumbing fixtures	2.9	5.1	8.6	11.9	11.5	17.0	5.5	-1.1	20.5	3.5
Other building materials	-1.8	2.2	3.7	5.4	1.9	7.6	5.7	0.4	8.0	0.4

Increase/decrease breakdown of operating profits for manufacturing businesses (Metal/ Plumbing/ Other)

<Mar-13 results: Y/Y>

Unit : Y bn

	Mar-12 results	Due to sales fluctuation	Change in selling price and mix	Raw material costs	Cost reduction	One off costs and expenses	Decrease in SG&A	Business overseas	Domestic new consolidation	Total	Mar-13 results
Metal	4.0	-3.6	-3.7	0.1	9.2	13.0	5.9	-0.8	0.0	+19.9	23.9
Plumbing	11.5	-2.0	-5.6	-2.2	4.1	2.4	7.1	1.7	0.0	+5.5	17.0
Other	1.9	3.0	-0.9	0.0	2.2	1.2	0.8	0.1	-0.6	+5.7	7.6
Manufacturing total	17.3	-2.6	-10.2	-2.1	15.5	16.6	13.8	1.0	-0.6	+31.1	48.5

<Mar-13 results: Vs. forecast>

Unit : Y bn

	Mar-13 forecasts	Due to sales fluctuation	Change in selling price and mix	Raw material costs	Cost reduction	One off costs and expenses	Decrease in SG&A	Business overseas	Domestic new consolidation	Total	Mar-13 results
Metal	26.2	-6.4	6.0	-1.2	-0.1	0.0	1.0	-1.5	0.0	-2.3	23.9
Plumbing	18.1	-0.8	-4.8	0.6	-0.4	0.0	1.6	2.7	0.0	-1.1	17.0
Other	7.2	1.0	-0.5	0.0	-0.2	0.0	-1.2	1.5	-0.2	+0.4	7.6
Manufacturing total	51.5	-6.2	0.7	-0.6	-0.7	0.0	1.4	2.7	-0.2	-3.0	48.5

<Mar-14 forecasts: Y/Y>

Unit : Y bn

	Mar-13 results	Due to sales fluctuation	Change in selling price and mix	Raw material costs	Cost reduction	One off costs and expenses	Decrease in SG&A	Business overseas	Domestic new consolidation	Total	Mar-14 forecasts
Metal	23.9	7.0	-3.2	-2.1	2.0	5.8	-4.2	5.3	0.0	+10.6	34.5
Plumbing	17.0	8.7	-1.6	-1.5	0.5	0.0	-4.0	1.4	0.0	+3.5	20.5
Other	7.6	3.5	-0.8	-0.9	1.1	0.0	-3.1	0.6	0.0	+0.4	8.0
Manufacturing total	48.5	19.2	-5.6	-4.5	3.6	5.8	-11.3	7.3	0.0	+14.5	63.0

Newly consolidated companies

Unit : Y bn

	Mar-13 results		Note
	Sales	OP	
Permasteelisa	140.9	-0.1	BS consolidated from the FY ended March 2012. €45 mil. amortization of goodwill & other intangible assets for this fiscal year.
Kawashima Selkon Textiles	6.9	-0.1	Share exchange in August 2011, fully consolidated from Q2 of FY March 2012, Y0.6bn amortization of goodwill per annum
Hivic	10.1	0.3	Share exchange in October 2011, fully consolidated from Q3 of FY Mar-12, goodwill amortization of Y0.3bn per annum

Business performance of LIXIL Corporation (non-consolidated base)

Units: Y bn

		Mar-12 results	Mar-13 results	Y/Y(Y bn) Y/Y(%)	
Sales		874.2	880.9	6.7	0.8%
	1H	414.5	420.3	5.8	1.4%
	2H	459.7	460.6	0.9	0.2%
OP		4.4	33.4	29.0	666.6%
	1H	-3.0	10.3	13.4	Turned profitable
	2H	7.4	23.1	15.7	212.0%

6. Segment Information (2) Distribution and Retail Business Segment

Sales and OP for the segment (results and forecasts)

Units: Y bn, %

		1H		2H		Full-year					
		Mar-12 results	Mar-13 results	Mar-12 results	Mar-13 results	Mar-12 results	Mar-13 results	Y/Y (amount)		Mar-14 forecasts	Y/Y (amount)
									Vs. forecasts* (amount)		
Sales		82.3	87.0	84.4	88.4	166.6	175.4	8.8	-7.6	194.0	18.6
OP		0.3	0.5	-1.2	-0.2	-0.9	0.3	1.1	-0.7	5.0	4.7
Figures of Ken Depot included above	Sales	4.6	9.6	7.5	11.2	12.1	20.8	8.7	-1.8	33.3	12.5
	OP	-3.3	-2.6	-3.2	-2.2	-6.5	-4.8	1.7	0.4	-0.3	4.5

Increase/decrease breakdown of operating profits

<Mar-13 results: Y/Y and Vs. forecast>

Unit: Y bn

	Mar-12 results / Mar-13 forecasts	Due to new store sales	Due to existing store sales	SG&A of new stores	Cost reduction	SG&A reduction	Ken Depot	Total	Mar-13 results
Y/Y	-0.9	3.2	-3.5	-3.6	0.8	2.5	1.7	+1.1	0.3
Vs. forecast	1.0	-0.9	-1.2	0.8	-0.2	0.4	0.4	-0.7	0.3

<Mar-14 forecasts: Y/Y>

Unit: Y bn

Mar-13 results	Due to new store sales	Due to existing store sales	SG&A of new stores	Sales Price of existing stores	Cost reduction	SG&A reduction	Ken Depot	Total	Mar-14 forecasts
0.3	3.7	-2.0	-3.3	1.5	0.0	0.4	4.5	+4.7	5.0

Number of stores

Unit: stores

	Mar-12 results	Mar-13 results	Change from Mar-12	FY Mar-14	
				forecasts	Y/Y
Newly opened SVH stores	5	4	-	4	-
Newly opened NVH stores	0	0	-	0	-
Newly opened Ken Depot stores	28	4	-	10	-
Number of stores closed	2	9	-	0	-
Number of stores at end of term	143	142	-1	156	+14
(SVH stores)	25	29	+4	33	+4
(NVH stores)	9	9	0	9	0
(Ken Depot stores)	58	62	+4	72	+10

Results of home center business

Units: Y bn, %

	Mar-13 results	Mar-14 forecasts
Sales	1,547	1,606
OP	71	72
%	4.6%	4.5%

Rate of sales growth

<Mar-13 results>

Unit:%

All stores	+0.4
Existing stores only	-5.6

Growth rate of customer footfall and average sales per customer

<Mar-13 results> Unit:%

All stores	
Customer footfall	-0.2
Average sales	+0.6
Existing stores only	
Customer footfall	-4.9
Average sales	-0.7

7. Segment Information (3) Housing, Real Estate and Other Business Segment

Sales and OP of the segment

Units: Y bn, %

	1H		2H		Full-year					
	Mar-12	Mar-13	Mar-12	Mar-13	Mar-12	Mar-13			Mar-14	
	results	results	results	results	results	results	Y/Y (amount)	Vs. forecasts* (amount)	forecasts	Y/Y (amount)
Sales	29.7	28.6	31.6	30.7	61.3	59.3	-2.1	-3.2	63.0	3.7
OP	1.6	2.1	2.7	2.8	4.3	4.9	0.7	0.1	5.5	0.6

Sales and OP by companies

<Mar-13 results>

Units: Y bn, %

	Sales					OP				
	Mar-12	Mar-13				Mar-12	Mar-13			
	results	forecasts	results	Y/Y (%)	Vs. forecast (amount)	results	forecasts	results	Y/Y (%)	Y/Y (amount)
LIXIL Housing Research Institute	25.3	28.0	25.6	1.4%	-2.4	1.5	1.7	1.7	14.5%	0.0
Japan Home Shield	12.0	10.5	10.4	-13.0%	-0.1	1.3	1.5	1.1	-14.2%	-0.4
JIO	10.5	10.5	10.7	1.9%	0.2	0.5	0.4	0.3	-37.0%	-0.1
Other & adjustments	13.6	13.5	12.5	-7.8%	-1.0	0.9	1.2	1.8	89.0%	0.6
Segment total	61.3	62.5	59.3	-3.4%	-3.2	4.3	4.8	4.9	16.1%	0.1

<Mar-14 forecasts>

Units: Y bn, %

	Sales			OP		
	Mar-13	Mar-14		Mar-13	Mar-14	
	results	forecasts	Y/Y (%)	results	forecasts	Y/Y (%)
LIXIL Housing Research Institute	25.6	28.1	9.6%	1.7	1.8	4.5%
Japan Home Shield	10.4	11.1	6.5%	1.1	1.4	23.7%
JIO	10.7	11.4	6.9%	0.3	0.4	27.5%
Other & adjustments	12.5	12.4	-1.1%	1.8	1.9	6.7%
Segment total	59.3	63.0	6.3%	4.9	5.5	11.2%

Number of contracts received and houses built with housing franchise businesses

Number of contracts received

Units: houses, %

	Full Year				
	Mar-12	Mar-13			
	results	forecasts	results	Y/Y (%)	Vs. forecast (%)
Total for the Group	5,021	5,639	4,708	-6.2%	-16.5%

Number of houses built

Units: houses, %

	Full Year				
	Mar-12	Mar-13			
	results	forecasts	results	Y/Y (%)	Vs. forecast (%)
Total for the Group	4,294	4,648	3,953	-7.9%	-15.0%

8. Sales by Products and Services

Units: Y bn, %

Major products	Mar-12 results	Mar-13 results	Y/Y (%)	Quarterly Y/Y trend (%)			
				Mar-13			
				Q1	Q2	Q3	Q4
Housing sashes and related products	202.0	199.5	-1.2%	-2.4	-5.5	0.9	2.7
Exterior	115.3	114.1	-1.0%	7.2	-1.4	-5.8	-3.4
Building sashes and shutters	122.8	115.8	-5.7%	2.1	-7.0	-8.6	-5.9
Sanitary ware	95.1	95.2	0.1%	4.5	-0.5	0.2	-3.2
Bathroom units	83.3	83.8	0.6%	17.5	-10.1	-0.4	-0.2
Kitchens	104.2	100.5	-3.6%	-4.6	-6.6	-3.2	0.1
Washstand cabinet units	30.2	30.6	1.1%	10.6	-2.1	-0.4	-1.6
Wooden interior furnishing materials	44.8	48.9	9.4%	16.4	4.6	6.5	11.6
Exterior wall materials for houses	33.4	36.3	8.9%	39.0	2.2	0.4	3.9
Tiles	31.6	31.0	-1.8%	11.0	-0.9	-3.4	-10.2
Interior Fabric	25.8	31.6	22.6%	-	-3.1	-2.6	-6.6
Disaster-prevention equipment	33.1	-	-	-	-	-	-
Housing structures and precut woods	23.8	33.5	40.7%	205.8	117.8	-2.3	0.2
Home center sales	164.0	172.9	5.4%	6.7	5.0	4.9	5.1
Other	182.0	342.6	88.2%	96.3	71.4	90.7	95.9
Total	1,291.4	1,436.4	11.2%	20.0	7.1	9.1	10.4

Note: Above classification are for domestic manufacturing businesses. Sales of companies overseas are included.

"Interior Fabric" is the sales amount of Kawashima Selcon Textile since Q2 of March 2012.

"Housing structures and precut woods" includes the sales amount of Hivic since Q3 of March 2012.

Due to above changes, "Interior fabric" "Housing structures and precut woods" and "Other" figures of the first quarter of March 2012 and quarterly Y/Y trend have been revised from those announced previously.

Sales of "Disaster-prevention equipment" became zero, because the share of Nittan was sold to Secom Co. Ltd. on April 1, 2012

9. Renovation Business

Sales through renovation channel

Unit: Y bn

	Mar-11 results	Mar-12 results	Mar-13 results	Y/Y
Group total	112.7	128.6	150.2	16.8%

Renovation ratio

(Ratio of sales of products used for renovation against total domestic sales)

Mar-09 results	Mar-10 results	Mar-11 results	Mar-12 results	Mar-13 results
22.3%	24.5%	23.9%	23.7%	26.8%

Sales of renovation products (estimate)

Units: Y bn, %

	Mar-12 results	Mar-13 results	Y/Y	Mar-13 results	Y/Y
Group total	245.6	247.9	0.9%	265.0	6.9%

Renovation network

(Number of member homebuilders)

Voluntary type	Mar-10 results	Mar-11 results	Mar-12 results	Mar-13 results
Tostem Reform Magic	5,263	4,905	8,896	9,356
INAX Reform Network	3,718	4,043		
TOEX Shizenyoku de KURASU stores	984	1,062		
Sun Wave reform shop R&B	276	276		

* Changed to "LIXIL Renovation Network" in April 2012

Franchise type	Mar-10 results	Mar-11 results	Mar-12 results	Mar-13 results
Tostem Homewell (FC)	174	176	414	377
INAX LIFA (FC)	247	246		

* Changed to "LIXIL Renovation Chain" in July 2012

10. Overseas Production Ratio and Sales

Overseas production ratio

	Products	Locations	Overseas production ratio		
			Mar-12 results	Mar-13 results	Mar-14 forecasts
LIXIL	Aluminum housing sashes	Thailand*	18%	24%	27%
	Interior wooden furnishing materials	Dalian, China	45%	44%	48%
	Sanitary ware	Hanoi, Vietnam	33%	36%	38%
		Suzhou, China			
	Water faucets	Suzhou, China	17%	20%	23%
	Floor tiles	Suzhou, China	53%	58%	54%

*Factory operation has been suspended since October 18, 2011 due to the massive floods in Thailand. Production in Thailand normalized from May 2012.

Sales overseas

Units: Y bn, %

Areas	Mar-12 results			Mar-13 results						
	Gross revenue*	Elimination & Others	Total	Gross revenue*	Elimination & Others	Total	Y/Y	Sales excluding Perma		Sales of Perma
								Y/Y	Y/Y	
Greater China	48.3	-22.4	25.8	87.9	-23.9	64.0	147.7%	39.9	54.3%	24.1
Thailand	37.2	-30.9	6.4	46.2	-38.6	7.6	19.1%	7.2	13.2%	0.4
Vietnam	8.9	-1.2	7.8	10.1	-3.0	7.1	-8.1%	7.0	-9.4%	0.1
Korea	5.9	-0.4	5.5	5.8	-0.2	5.7	4.2%	5.6	3.1%	0.1
Other Asian countries	7.1	-2.7	4.4	15.7	-1.9	13.9	217.5%	5.6	28.0%	8.3
Middle East	0.0	0.0	0.0	24.7	0.0	24.8	-	0.0	-40.2%	24.7
North America	0.1	0.5	0.6	31.2	0.6	31.8	-	0.7	3.9%	31.1
Europe	1.1	0.3	1.3	36.3	0.4	36.7	-	0.4	-70.8%	36.3
Others	0.0	0.9	0.9	12.3	1.2	13.6	-	1.2	45.3%	12.3
Total	108.6	-55.9	52.7	270.3	-65.2	205.1	289.3%	67.7	28.5%	137.4

* Gross revenue for area before intra-company elimination

(For reference)

Overseas sales ratio

Units: Y bn, %

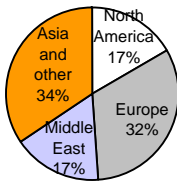
	Mar-10 results	Mar-11 results	Mar-12 results	Mar-13 results	Mar-14 forecasts
Overseas sales	26.3	40.0	53.9	205.1	262.0
Overseas sales ratio	2.7%	3.3%	4.2%	14.3%	16.7%

11. Permasteelisa

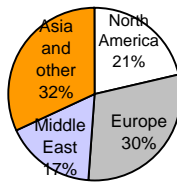
Full-year= January to December

Regional sales contribution

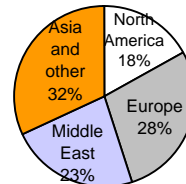
FY2011 results



FY2012 results



FY2013 forecasts



Business performance of Permasteelisa

Units: Y bn, %

	Dec-11 results	Dec-12 results	Dec-13 forecasts
		Y/Y (%) ²	Y/Y (%) ²
Sales	123.5	140.9	180.5
Perma OP	6.9	7.0	8.4
%	5.6%	5.0%	4.6%
Amortization of Goodwill and intangible assets	-	7.1	5.3
OP ¹	-	-0.1	3.0
Exchange rate Yen/Euro	104.9	103.3	119.0

*1 Perma OP affecting LIXIL Group OP (consolidated base)

*2 Calculated in local currency base for reference

Goodwill

Unit: million euros

	Dec-12 results			Dec-13 forecasts		Amortization period
	Beginning balance	Amortization	End Balance	Amortization	End Balance	
Goodwill	264	24	240	24	216	11 years
Other intangible assets	269	44	225	21	204	4 to 20 years
Total	533	68	464	45	419	

Orders received

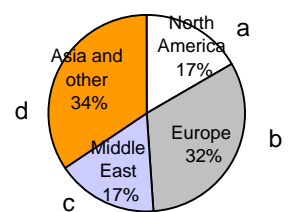
Unit: million euros

	Dec-11 results	Dec-12 results	Dec-13 forecasts
New	1,201	1,605	1,630
Backlog	1,585	1,884	2,063

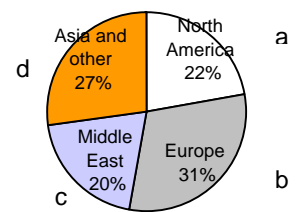
New orders by region

- a North America
- b Europe
- c Middle East
- d Asia and other

FY2011 results



FY2012 results



12. American Standard Asia Pacific

Full-year= January to December

Business performance of American Standard Asia Pacific

Units: Y bn, %

	Dec-11 results	Dec-12			
		forecasts	results	Y/Y (amount)	Vs. forecast (amount)
Sales	22.3	24.1	23.4	1.1	-0.7
ASAP operating profit	-0.1	1.6	1.2	1.3	-0.4
%	-0.4%	6.5%	5.1%	+6.9P	-1.4P
Amortization of goodwill and intellectual property rights	0.9	0.9	0.9	0.0	0.0
OP	-0.9	0.7	1.2	2.1	0.5

Sales by local currency

	China	Thailand	Korea	Indonesia	Vietnam	Philippines	India	Exports and other	Total
Sales (US\$ million)	95	90	30	29	16	22	4	9	295
Y/Y (%)	8%	35%	-35%	42%	6%	39%	-15%	-58%	6%
Sales (Y bn)	75	71	24	23	13	17	4	8	234

Sales network in China

	End of Dec-11	End of Dec-12
Number of showrooms	248	266
Number of dealers	189	266
Number of cities covered	190	199

13. Goodwill and Scope of Consolidation

Amortization of negative goodwill

Unit: Y bn

	Mar-12 results		Mar-13 results		Mar-14 forecasts	
	Amortization	Balance	Amortization	Balance	Amortization	Balance
American Standard	0.1	0.3	0.1	0.2	0.1	0.1
Kawashima Selkon Textiles	1.1	-	-	-	-	-
Other	-	-	0.0	-	0.0	-
Total	1.2	0.3	0.2	0.2	0.2	0.1

Non-operating income	0.1	0.1	0.1
Extraordinary income	1.1	0.0	0.0

Amortization of goodwill (Amortization of other intangible assets is excluded)

Unit: Y bn

	12-Mar results		Mar-13 results		Mar-14 forecasts	
	Amortization	Balance	Amortization	Balance	Amortization	Balance
American Standard	0.9	1.2	0.5	0.7	0.5	0.2
Shin Nikkei *1	0.3	-	-	-	-	-
AMTRONIC *2	0.1	0.4	0.4	0.3	0.1	0.2
Kawashima Selkon Textiles	0.4	2.4	0.6	1.8	0.6	1.3
LIXIL Haier Housing Products	-	2.6	0.5	2.4	0.5	1.8
Hivic	0.1	1.3	0.3	1.0	0.3	0.7
Permasteelisa *3	-	37.6	2.5	27.5	3.0	24.5
Other	0.7	1.4	0.7	0.8	0.6	0.2
Total	2.6	46.9	5.4	34.6	5.5	29.0

SG&A	2.6	5.4	5.5
(One time write-off	0.9	0.4	0.0)

*1 The Balance of Shin Nikkei's goodwill of Y4.1bn became zero after recorded as the impairment loss in the Q1 of the FY ended March 2012.

*2 This company is a holding company of Shanghai Meite.

*3 Goodwill balance of Permasteelisa as of Mar 2012 was provisional.

<Number of consolidated subsidiaries and equity method affiliates>

	Mar-12	+	-	Jun-12	+	-	Sep-12	+	-	Dec-12	+	-	Mar-13
Consolidated subsidiaries	123	2	3	122	1	1	122	3	7	118	0	0	118
Equity method affiliate	2	0	0	2	0	0	2	0	0	2	1	0	3

Nittan Group and other

* Impact to sales and profit due to new consolidation and sales of subsidiaries:
Y165.1bn in sales, -Y0.3bn in OP, -Y1.3bn in RP, Y1.9bn in net income

14. Recent M&As

Timing	Company name	target	Sales*	Purchasing Amount	Controlling ratio	Total amount of goodwill
Jul. 2009 (partly Nov.2009)	American Standard Asia Pacific (Group)	Expand sanitary earthenware's overseas business by acquiring sales network	Y24.0bn	Y17.6bn	100%	Net goodwill Y2.1bn/ Intellectual property Y3.5bn
Apr. 2010	Shin Nikkei Company Ltd.	>Economy of scale >Cost reduction by integration of purchasing, logistics, products and management resources	Y110.0bn	Y0.65mil	100%	Goodwill Y5.4bn
Apr. 2010 (partly Jun. 2009)	Sun Wave Corporation	>Cost reduction by integration of purchasing, logistics, products and management resources >Development of high-value added products	Y85.0bn	Y13.7bn	79%	Negative goodwill Y6.1bn
Jan. 2011	Shanghai Meite Curtain Wall Co., Ltd.	>To gain permit approval of various businesses in mainland China. >To own aluminum building material factories in mainland China	Y12.0bn	Y3.2bn	75%	Goodwill Y0.5bn
Aug. 2011 (34% was acquired as of Dec. 2010)	Kawashima Selkon Textiles Co., Ltd.	>To combine curtain and shade businesses to the existing window business >Cooperation in product development and use of mutual sales network >Effective use of Kawashima brand	Y41.0bn	Y2.2bn (Dec. 2010) Share exchange rate 1:0.035 (Aug. 2011)	100%	Net goodwill Y1.7bn
Oct. 2011	HIVIC Co., Ltd.	>Strengthen wood related products and services	Y24.4bn	Share exchange rate 1:0.094	100%	Goodwill Y1.4bn
Dec. 2011	Permasteelisa	>Globally develop curtain wall business	Y116.0bn	Y60.8bn	100%	Goodwill €264 mil. Other intangible assets €269 mil.

*Sales at time of acquisition